

Mortgage 101-Seminars for New Real Estate Agents

Toni Pierce

I have found that Realtors know very little about the mortgage side of the transaction and that most Realtor offices had their own lenders in house. So, I needed to find a way to get new Realtors. If you have strong relationships with the Owner Brokers, you can try to convince them to let you know when they have new agents so you can host a seminar for them.

It is hard to learn who the newest of the licensed agents are using online sources due to privacy rules and such. So, it is easier to use a blanket invitation to this seminar to attempt to capture the newer agents.

Within the Mortgage 101 Seminar, we review the basics on credit scoring, appraisals, how a loan gets underwritten, ratios, cash needed to close and a brief review of program types and how they can work, discount points and closing costs, title insurance, Loan Estimates and Closing Disclosures.

This seminar will work best with handouts and power point presentations. If you are interested in this type of seminar, reach out to Toni Pierce as she may already have something put together that will work or can design something customized for your branch. But give her the time to design!

When I have done these in the past, they are always a huge success and really helped agents at all levels of experience understand the mortgage side much better.

The course is usually about two to three hours. It is recommended to have it earlier in the morning and have donuts, coffee, water & orange juice available. Keep your class size small. I recommend no more than 10 – 15 participants. This way you can use a smaller space that you may already have or adjust this to fit the space you could host this in that doesn't cost you anything. If you make this a desired invitation, that is to your benefit! To do this, you may need to start small and work your way up to this goal.

Cost: Binder 3 ring, ½"- \$1.50 each

Paper and printing expense

Time to create content & present

Donuts & beverages – 25.00